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Agricultural Marketing Service

| <u>Croatia</u> | U.S. Exports of Poultry Meat , January Comparisons | | | | | |
|---|--|------------------|--------------|--------|--------|--|
| | | 2002 | 2003 | 2002 | 2003 | |
| Poultry is one of the few agricultural sectors in Croatia where produc- | | Volume | Volume | Value | Value | |
| tion exceeds domestic demand and exports exceed imports. Croatia | China | 1,572.9 | 8,640.2 | 1,008 | 3,704 | |
| produces 107 percent of its poultry meat needs and 102 percent of | Hong Kong | 17,183.3 | 21,734.2 | 12,043 | 12,393 | |
| domestic egg needs. | Korea | 13,291.9 | 12,874.5 | 9,678 | 7,293 | |
| | Mexico | 24,194.6 | 17,855.7 | 14,484 | 13,909 | |
| There is negligible domestic production of mechanically deboned meat | Russia | 103,808.0 | 51,087.8 | 63,380 | 21,462 | |
| (MDM). In 2001 the value of MDM was over \$3 million. CY 2001 imports | volume in metr | ic tons, value i | n thousand d | ollars | | |

(MDM). In 2001 the value of MDM was over \$3 million. CY 2001 imports from the United States were \$260,000 but in 2002 imports dropped to zero. Croatian meat processing companies have started exporting to the EU and now by MDM only from EU approved plants and supplying countries, thereby shutting out U.S. firms.

U. S. Department of Agriculture

| Top Ten Suppliers of MDM to Croatia | | | | | | | | |
|-------------------------------------|----------------|-----|-------|-------|------|-------|-------|-------|
| | 1998 1999 2000 | | | | 2001 | | | |
| | Qty | Val | Qty | Val | Qty | Val | Qty | Val |
| Netherlands | 191 | 136 | 166 | 122 | 250 | 162 | 399 | 1,047 |
| Germany | 0 | 0 | 0 | 0 | 190 | 201 | 777 | 517 |
| France | 311 | 295 | 106 | 80 | 243 | 257 | 551 | 512 |
| Belgium | 0 | 0 | 0 | 0 | 5 | 4 | 781 | 451 |
| China | 117 | 269 | 639 | 1,555 | 117 | 284 | 146 | 362 |
| U.S. | 18 | 10 | 21 | 14 | 0 | 0 | 368 | 260 |
| Italy | 40 | 40 | 0 | 0 | 0 | 0 | 152 | 102 |
| Argentina | 0 | 0 | 0 | 0 | 0 | 0 | 14 | 46 |
| Spain | 0 | 0 | 0 | 0 | 0 | 0 | 21 | 17 |
| Ireland | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 6 |
| Other | 202 | 220 | 145 | 118 | 137 | 96 | 190 | 174 |
| World | 839 | 930 | 1.077 | 1.887 | 942 | 1.006 | 3.212 | 3.322 |

Annual production of poultry meat is about 90,645 MT and 915,198,000 eggs. Total consumption is about 85,000MT for poultry meat and 900 million for eggs. The 2005 forecast for total Croatian poultry meat consumption is between 100,000MT and 120,000MT of poultry meat and 931 to 944 million eggs.

Source: USDA/FAS

Source: ALIC

| 5 | | | | | | | | |
|---------------------------------------|---|---|--|--|--|--|--|--|
| Japan's Import of Frozen Egg Products | | | | | | | | |
| Frozen | Frozen Whole Frozen Fr | | | | | | | |
| Eggs | Yolks | Albumen | Total | | | | | |
| | | | | | | | | |
| 143.8 | 878.1 | 42.3 | 973.2 | | | | | |
| 164.2 | 1,030.4 | 78.4 | 1,273.0 | | | | | |
| 261.2 | 904.1 | 135.2 | 1,348.5 | | | | | |
| 2,042.2 | 10,872.3 | 2,068.7 | 14,940.2 | | | | | |
| | | | | | | | | |
| 226.8 | 1,430.4 | 18.1 | 1,675.3 | | | | | |
| 310.6 | 579.0 | 18.1 | 907.7 | | | | | |
| 252.6 | 1,389.5 | 0.0 | 1,642.1 | | | | | |
| 2,729.5 | 11,153.0 | 356.3 | 14,238.8 | | | | | |
| | | | | | | | | |
| | Japan's Frozen Eggs 143.8 164.2 261.2 2,042.2 226.8 310.6 252.6 | Japan's Import of FreeFrozenWholeEggsYolks143.8878.1164.21,030.4261.2904.12,042.210,872.3226.81,430.4310.6579.0252.61,389.5 | Japan's Import of Frozen Egg Pro Frozen Eggs Whole Yolks Frozen Albumen 143.8 878.1 42.3 164.2 1,030.4 78.4 261.2 904.1 135.2 2,042.2 10,872.3 2,068.7 226.8 1,430.4 18.1 310.6 579.0 18.1 252.6 1,389.5 0.0 | | | | | |

Source: USDA/FAS

Poultry World Markets and Trade

Poultry Programs

Total broiler meat exports in 2003 for major exporting countries are forecast at 5.7 million tons, less than a 1 percent decrease from the 2002 level. A large factor is Russia's restrictions on poultry imports. As a result of the new quota, world broiler meat imports for major countries will fall by about 2 percent from the 2002 level, and competition in other markets among the major exporting countries is expected to stiffen. Russia is the world's largest poultry importer.

| Projected broiler meat trade in million metric tons | | | | | | | | |
|---|-------|----------|-----------|--------|----------|--|--|--|
| | Key E | xporters | | Key In | nporters | | | |
| | Vol | % chg | | Vol | % chg | | | |
| US | 2.3 | 7 | China | 0.4 | -9 | | | |
| Brazil | 1.55 | -2 | EU | 0.39 | -5 | | | |
| EU | 0.72 | -15 | Hong Kong | 0.21 | -8 | | | |
| Thailand | 0.48 | 3 | Japan | 0.76 | 2 | | | |
| | | | Mexico | 0.275 | 4 | | | |
| | | | Russia | 1.125 | -7 | | | |

Exporters Growth in U.S. exports is expected to remain strong due to demand from traditional markets in Asia and the Americas. Brazil's decrease in exports is mainly attributed to limited access to the Russian markets caused by Russia's quota. Brazil was allocated 33,000 tons of the Russian poultry import quota for May-December 2003, only 11 percent of what Brazil exported to Russia in 2002. Sanitary concerns will also challenge Brazil's exports in 2003.

In the EU, an outbreak of high pathogenic Avian Influenza in the Netherlands will be the largest factor in reduced poultry exports. The Netherlands accounts for 29 percent of EU broiler exports to the world. Thailand's exports should remain strong due to strong further processed products exports to Japan and the EU.

Importers In China, gains in domestic production will displace imports. The EU made changes to tariff regulations on salted poultry meat in 2002 which decreased imports from Brazil and Thailand. Hong Kong is projected to have an increased demand for chilled chicken from China in 2003. Japan's increase will be due to expected strong imports of further processed product. Mexican imports should increase due to the removal of tariff rate quotas and tariffs on products except leg quarters, thighs and drumsticks.

Source: USDA/FAS

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| Inspected Egg Products-U.S. & Canada Export/Import Trade | | | | | | | |
|--|--------------|---------------|-----------------|--------------|--|--|--|
| U.S. Exports to | | | (Preliminary) |) | | | |
| Week Ending Ma | arch 15, 200 | 3 | Year-To- | Date | | | |
| | 2003 | 2002/1 | 2003 | 2002 | | | |
| Liquid | 154 | 300 | 1,927 | 3,558 | | | |
| Frozen | 0 | 0 | 0 | 0 | | | |
| Dried | 51 | 0 | 135 | 51 | | | |
| Total | 205 | 300 | 2,062 | 3,609 | | | |
| U.S. Imports Fro | om Canada, | in Pounds (0 | 00) (Prelimin | ary) | | | |
| Week Ending Ma | arch 15, 200 | 3 | Year-To- | Date | | | |
| | 2003 | 2002/1 | 2003 | 2002 | | | |
| Liquid | 49 | 80 | 1,309 | 1,563 | | | |
| Frozen | 198 | 117 | 923 | 855 | | | |
| Dried | 40 | 159 | 87 | 731 | | | |
| Total | 287 | 356 | 2,319 | 3,149 | | | |
| Inspected Shell | <u>Eggs</u> | | | | | | |
| U.S Exports To | Canada, In 3 | 30-Dozen Cas | ses (Prelimina | ary) | | | |
| Week Ending Ma | arch 15, 200 | 3 | Year-To- | Date | | | |
| | 2003 | 2002 /1 | 2003 | 2002 | | | |
| Jumbo | 0 | 173 | 0 | 256 | | | |
| Extra Large | 30 | 780 | 180 | 1,599 | | | |
| Large | 30 | 641 | 5,233 | 14,689 | | | |
| Medium | 3,120 | 1,437 | 8,884 | 12,163 | | | |
| Ungraded | 0 | 0 | 1,470 | 0 | | | |
| Misc | 660 | 60 | 1,392 | 5,584 | | | |
| Total | 3,840 | 3,091 | 17,159 | 34,291 | | | |
| /1 Comparable \ | Week, to-dat | e figures may | y not total due | to rounding. | | | |
| Source: USDA/A | MS Poultry | Programs, Ma | arket News Br | anch in | | | |
| cooperation with Agriculture Canada, Poultry Development Division. | | | | | | | |

| LIVE POULTRY SLTRD UNDER INSPECTION | W/E 15-Mar-03 |
|-------------------------------------|---------------|
| (DDELIMINIADV) | |

| U.S. FOWL SLAUGHTERED DOMESTICALLY | | | | | | | | |
|------------------------------------|--------------------|-------------------|-----------|--|--|--|--|--|
| | LIGHT HENS | HEAVY HENS | TTL HENS | | | | | |
| | | THOUSANDS- | | | | | | |
| HEAD | 1,558 | 1,356 | 2,914 | | | | | |
| LAST WEEK | 1,465 | 1,255 | 2,720 | | | | | |
| SAME WEEK YR AG | O 1,636 | 1,363 | 2,999 | | | | | |
| TO-DATE/2003 | 17,806 | 14,771 | 32,577 | | | | | |
| TO-DATE/2002 | 19,530 | 14,148 | 33,678 | | | | | |
| | LIGHT HENS | HEAVY HENS | TTL HENS | | | | | |
| _ | | —THOUSANDS— | | | | | | |
| HEAD | 190 | 3 | 193 | | | | | |
| LAST WEEK | 221 | 0 | 221 | | | | | |
| SAME WEEK YR AG | O 258 | 0 | 258 | | | | | |
| TO-DATE/2003 | 3,513 | 53 | 3,566 | | | | | |
| TO-DATE/2002 | 3,993 | 20 | 4,013 | | | | | |
| SOURCE: AGRICUL | | | | | | | | |
| TOTAL U.S. FO | NL SLAUGHTE | RED IN THE U.S. A | ND CANADA | | | | | |
| | LIGHT HENS | HEAVY HENS | TTL HENS | | | | | |
| HEAD | 1,748 | 1,359 | 3,107 | | | | | |
| LAST WEEK | 1,686 | 1,255 | 2,941 | | | | | |
| SAME WEEK YR AG | O 1,894 | 1,363 | 3,257 | | | | | |
| TO-DATE/2003 | 21,319 | 14,824 | 36,143 | | | | | |
| TO-DATE/2002 | 23,523 | 14,168 | 37,691 | | | | | |
| SOURCE: USDA/AN | IS PLTRY PRO | GRAMS, MRKT N | EWS BR. | | | | | |

EASTERN REGION MECHANICALLY SEPARATED CHICKEN

F.O.B. SHIPPER DOCK OR EQUIVALENT, PRICES NEGOTIATED

FOR MECHANICALLY SEPARATED CHICKEN IN THE EASTERN

REGION IN TRUCKLOT AND LESS THAN TRUCKLOT VOLUMES,

CENTRAL REGION MECHANICALLY SEPARATED CHICKEN

F.O.B. SHIPPER DOCK OR EQUIVALENT, PRICES NEGOTIATED FOR MECHANICALLY SEPARATED CHICKEN IN THE CENTRAL REGION IN TRUCKLOT AND LESS THAN TRUCKLOT VOLUMES, CENTS PER POUND, DELIVERY WITHIN TWO WEEKS.

| CENTS PER PO | | | | , | CENTS PER PO | OUND, DELIV | ERY WITHIN T | WO WEEKS. | · · · · · · · · · · · · · · · · · |
|-------------------------------------|---------------------|-----------------------------|-----------|---------------|--|--|--|-----------|-----------------------------------|
| CHICKEN | | PRICES —— its per Pound) | VOLUME | R-2003 | CHICKEN | | PRICES ——- nts per Pound) | VOLUME | AR-2003 —— |
| FAT CONTENT | FROZEN | FRESH | TOTAL | EXPORT | FAT CONTENT | FROZEN | FRESH | TOTAL | EXPORT |
| 15% OR LESS | | | | | 15% OR LESS | | | | |
| RANGE | - | - | - | - | RANGE | - | - | - | - |
| WTD AVERAGE | | | | | WTD AVERAGE | | _ | | |
| CHICKEN, WITH | | _ | \ | | CHICKEN, WITH | | ر PRICES ——- | VOLUME | |
| | | PRICES —— its per Pound) | | | | | its per Pound) | | |
| FAT | (061) | its per i duria) | | | FAT | (| , | | |
| CONTENT | FROZEN | FRESH | TOTAL | EXPORT | CONTENT | FROZEN | FRESH | TOTAL | EXPORT |
| 15% OR LESS | | | | | 15% OR LESS | | | | |
| RANGE | - | 17.00 | 81,600 | - | | 15.00-17.00 | 15.00-16.00 | 996,000 | 686,000 |
| WTD AVERAGE | | 17.00 | | | WTD AVERAGE 15-20% | 16.03 | 15.50 | | |
| 15-20% RANGE 12 | | | 4.050.400 | ==.4 000 | | 40.50.40.00 | 11 00 15 00 | 1,831,000 | 104,000 |
| |) AA 4A EA | | | | RANUTE | 1 3 50=1X 00 | | | |
| _ | 2.00-16.50 | 11.00-16.00 | 1,856,400 | 571,200 | | 13.50-18.00 14.53 | | 1,031,000 | , |
| WTD AVERAGE | 2.00-16.50 14.11 | 11.00-16.00 13.11 | 1,856,400 | 571,200 | WTD AVERAGE 20% OR MORE | 14.53 | 13.46 | 1,031,000 | , |
| _ | | | , , | 5/1,200 | WTD AVERAGE | 14.53 | | 120,000 | - |
| WTD AVERAGE 20% OR MORE | | 13.11 | 32,000 | 5/1,200 | WTD AVERAGE 20% OR MORE RANGE WTD AVERAGE | 14.53 | 13.46 11.50 11.50 | 120,000 | - |
| WTD AVERAGE 20% OR MORE RANGE | 14.11 | 13.11 11.00 11.00 | 32,000 | - | WTD AVERAGE 20% OR MORE RANGE | : 14.53 : - : HE STATES of | 13.46 11.50 11.50 CT, DE, FL, G | 120,000 | - |

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NATIONAL YOUNG TURKEY PARTS AND BULK MEAT, FROZEN (UNLESS SPECIFIED), CENTS PER LB., DELIVERED FIRST RECEIVERS, PART AND FULL TRUCKLOTS AS OF 21 MARCH 2003.

The undertone on 4-8 lb. breasts was mostly steady with some spot weakness noted on Grade A packer labels, institutional sizes steady. Demand slow to moderate. Offerings available. The trade sentiment on bulk parts was steady to fully steady for the slow to instances moderate demand. Offerings were light to adequate and held with varied degrees of confidence. Increased activity was noted on frozen destrapped tenderloins at mostly steady price levels and on fresh destrapped tenderloins. Domestic trading centered on a moderate volume of Grade A 4-8 lb. breasts and on a fair volume of frozen destrapped tenderloins, balance light. Frozen breeder breast meat (-6 months age) 97.50, plant grade non-basted 10-16 lb. breasts 89 and plant grade basted 16-18 lb. breasts 94 cents delivered domestic. Export trading centered on a fair volume of frozen thigh meat, balance light. For export: frozen whole tenderloins 93 shipping point, hen necks 16 and fresh tom drums 21.50 cents delivered.

WEEKLY

VOLUME

(000)

280

80

100

1,182

80

| FRIDAY, MARCH 21, 2003 EXPORT TRADING | PRICE RANGE | L.S.T. CODE 1/ | WTD AVG PRICE | VOLUME (000) | WEEKLY WTD AVG PRICE |
|--|----------------|-------------------|------------------|-----------------|----------------------------|
| DRUMSTICKS, TOMS | IVAITOL | R | 23.00 | 80 | 23.07 |
| WINGS FULL-CUT - TOMS | 15.00-16.00 | IX | 15.50 | 80 | 15.50 |
| WINGS, V-TYPE, TOM | 13.00-10.00 | F | 24.00 | 208 | 13.30 |
| TAILS | 18.00 | • | 18.00 | 80 | 18.40 |
| MECHANICALLY SEPARATED 2/ | 19.75 | | 19.75 | 40 | 19.88 |
| | | | | | |
| THIGH MEAT - FROZEN | 45.00-51.50 | | 48.80 | 408 | 49.11 |
| THURSDAY, MARCH 20, 2003 | | | | | |
| EXPORT TRADING | PRICE | L.S.T. | WTD AVG | VOLUME | |
| | RANGE | CODE 1/ | PRICE | (000) | |
| DRUMSTICKS, TOMS | 23.00 | | 23.00 | ` 80 | |
| WINGS FULL-CUT - TOMS | | F | 15.50 | 208 | |
| WINGS, V-TYPE, TOM | | F | 24.00 | 208 | |
| TAILS | | W | 20.00 | 20 | |
| MECHANICALLY SEPARATED 2/ | 20.00 | •• | 20.00 | 40 | |
| THIGH MEAT - FROZEN | 49.00-52.00 | | 50.58 | 304 | |
| THISTINICAT -TROZEN | 49.00-32.00 | | 30.30 | 304 | |
| WEDNESDAY, MARCH 19, 2003 | | | | | |
| EXPORT TRADING | PRICE | L.S.T. | WTD AVG | VOLUME | |
| | RANGE | CODE 1/ | PRICE | (000) | |
| DRUMSTICKS, TOMS | 22.50 | | 22.50 | 120 | |
| WINGS FULL-CUT - TOMS | | F | 15.50 | 208 | |
| WINGS, V-TYPE, TOM | | F | 24.00 | 208 | |
| TAILS | 20.00 | • | 20.00 | 20 | |
| MECHANICALLY SEPARATED 2/ | 20.00 | W | 19.17 | 48 | |
| THIGH MEAT - FROZEN | 45.00-51.00 | • • | 48.42 | 470 | |
| HIIGHWEAT - PROZEN | 45.00-51.00 | | 40.42 | 470 | |
| TUESDAY, MARCH 18, 2003 | | | | | |
| EXPORT TRADING | PRICE | L.S.T. | WTD AVG | VOLUME | |
| | RANGE | CODE 1/ | PRICE | (000) | |
| DRUMSTICKS, TOMS | | М | 24.00 | 80 | |
| WINGS FULL-CUT - TOMS | | F | 15.50 | 208 | |
| WINGS, V-TYPE, TOM | | F | 24.00 | 208 | |
| TAILS | | • | 21.00 | 200 | |
| MECHANICALLY SEPARATED 2/ | | W | 19.17 | 48 | |
| THIGH MEAT - FROZEN | | F | 52.00 | 80 | |
| ITIIGITMEAT - PROZEN | | Г | 32.00 | 80 | |
| MONDAY, MARCH 17, 2003 | | | | | |
| EXPORT TRADING | PRICE | L.S.T. | WTD AVG | VOLUME | |
| | RANGE | CODE 1/ | PRICE | (000) | |
| DRUMSTICKS, TOMS | 24.00 | | 24.00 | 80 | |
| WINGS FULL-CUT - TOMS | | F | 15.50 | 208 | |
| WINGS, V-TYPE, TOM | | F | 24.00 | 208 | |
| TAILS | | | | | |
| MECHANICALLY SEPARATED 2/ | | W | 19.17 | 48 | |
| THIGH MEAT - FROZEN | | F | 52.00 | 80 | |

1/ CODES FOR LAST SIGNIFICANT TRADE (L.S.T.): M=MONDAY T=TUESDAY W=WEDNESDAY R=THURSDAY F=FRIDAY 2/ Product contains 15-20% fat with skin added.